



Success News

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News Release Date: July 14, 2008
News Release Number: 08-16

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“Businessman Has Two Sides, Work-Life Balance”



Washington, D.C. – Piyush J. Goel (PJ) is the President and CEO of Goel Services, a 8(a) and HUBZone construction company formed in 2001. Mr. Goel is a true believer in balancing both home and work. Each week he sets time aside to focus on his family, his wife Kelli and their two children, Natalie and Roman. One of the most difficult jobs for a small business owner is work-life balance.

Born and raised in Delaware, Mr. Goel attended University of Delaware where he received a Bachelor of Science in Operation Management. His knowledge and experience landed his first job as a project Manager where he spent the next sixteen years working for other companies. It wasn't until he decided to open his own construction firm in Washington, D.C. that he could realize his American Dream.

He became certified in the 8(a) Business Development Program and the SBA 8(a) SDB in 2002 and operates as a HubZone SBC. The 8(a) Business Development Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. SBA has helped thousands of aspiring entrepreneurs over the years to gain a foothold in government contracting. Participation is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage.

Participants can receive sole-source contracts, up to a ceiling of \$3 million for goods and services and \$5 million for manufacturing. While SBA helps 8(a) firms build their competitive and institutional know-how, the agency also encourages them to participate in competitive acquisitions.

To qualify for program certification, a small business must be owned and controlled by a socially and economically disadvantaged person. Under the Small Business Act, certain presumed groups include African Americans, Hispanic Americans, Asian Pacific Americans, Native Americans, and Subcontinent Asian Americans. New rules make it easier for non-minority firms to participate by proving their social disadvantage.

Little did Mr. Goel know that his determination and hard work would afford him several awards during his tenure at Goel Services, he won the award of “Fifty Most Influential Minorities in Business” by the Minority Business and Professionals Network. Also at the implosion of the Old

DC Convention Center, Mr. Goel's company received several awards, the Associated Builders and Contractors for "Excellence in Construction," GSA, Mid-Atlantic Construction's "Award of Merit," Associated General Contractors' the Award of Merit for projects under \$100,000,000, AON Build America Merit Award for Environmental Renovation for the demolition and remediation of Federal Office Building Number 8, the US Army Corps' 2007 Washington Contractor award for design build for contractors under \$50 Million.

Mr. Goel recently was awarded the Washington Metropolitan Area District Office 2008 Minority Small Business Champion of the Year. Mr. Goel's selection was based on his volunteer efforts beyond business/professional responsibilities and demonstrated efforts to improve conditions to advance minority small business interests within the minority small business community. His volunteerisms lead him to appear before congress to promote all small businesses.

Thanks to SBA's Mentor-Protégé Program, Mr. Goel was able to partner with Grunley Construction Company which excelled Mr. Goel's growth as a professional and business owner. Because of the SBA's diligence, the relationship between Grunley and Goel has flourished and has enabled the company to take on projects such as Brightwood Elementary, a \$14 million dollar project, FOB 8, a \$6.49 million dollar project, and most recently a \$250 million dollar Multiple Award Construction Contract with the Navy. Goel Services has completed several large projects in the Washington, D.C. community. The company is ranked as the 12th largest asbestos removal contractor in the United States by *Engineering News Record*. Goel Services is also one of the largest Mid Atlantic Asian owned company according to *News India Times*. PJ has taken the company to heights no one every imagined, the company will continue to grow and thrive because of his leadership and the help of SBA.

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